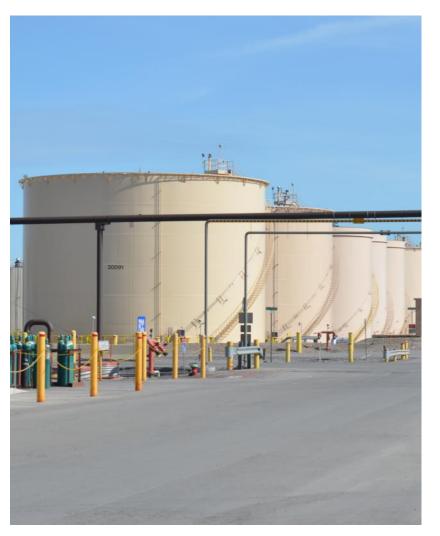


# **Agenda**

- Chevron background
- Black Wax crude refiner's perspective
- Ramifications of lower black wax production





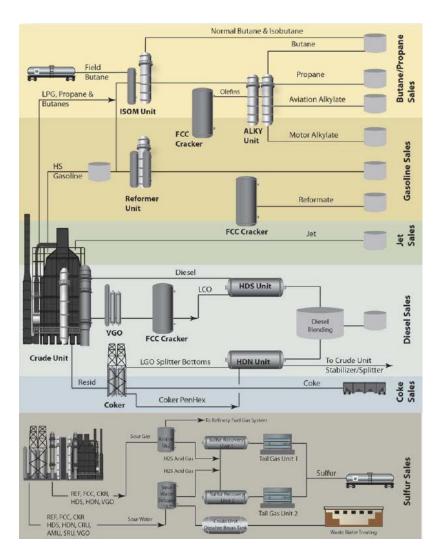
### **Salt Lake Refinery history**

- Chevron began in Utah in 1883 with "two wagon" bulk oil depot in Salt Lake City.
- 1948 Chevron builds 17,000 BPD capacity linked to equity Rangely crude production
- 1960 refinery revamped and expanded to 45,000 BPD capacity
- 2006 refinery revamped to meet EPA Clean Fuel requirements
- Today: Approx. 320 employees and 150 contractors



## Salt Lake Refinery overview

- 53,000 BPD
- Products:
  - Gasoline, diesel, and jet
  - Industrial coke and sulfur
  - -LPG
- Crude sources:
  - Colorado and Utah (via Chevron pipeline)
  - Utah (via truck)
  - Wyoming and Canada (via Plains/Express/Enbridge pipeline)
- Product disposition:
  - Utah, Idaho, Oregon, Washington,
    Nevada
  - Transported by pipeline, local rack, and rail car



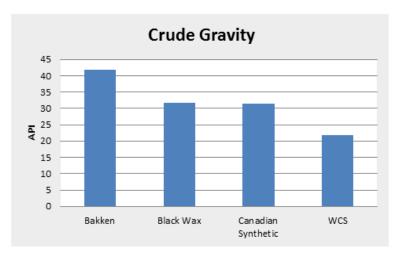


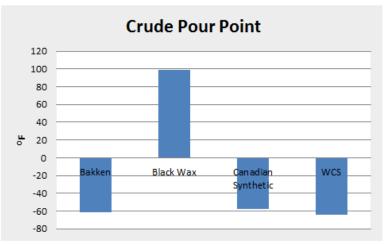
### Refiner's view of Black Wax

 Black Wax basic yields and properties are "easy" to process

#### except...

- Paraffin qualities make it extremely difficult to handle
  - Pour Point and crude compatibility are poor quality
- Refiners have to invest in order to process
  - Tank fields
  - Crude units





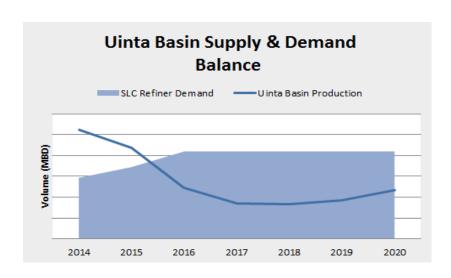
Source: Chevron estimates

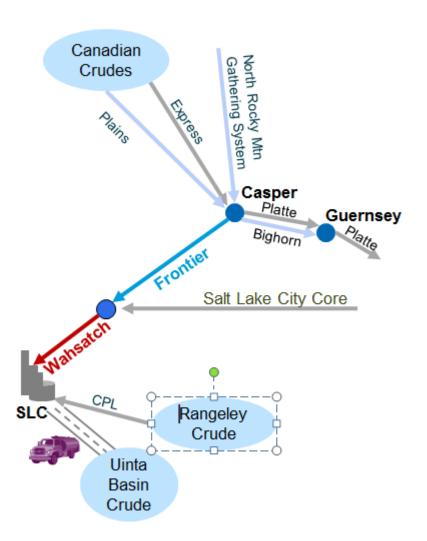


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### Ramifications of lower Black Wax production

- Low flat price affecting supply
- Refinery expansions
- Refiners going further away to supply refineries







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